

REAL ESTATE AND BUILDING NEWS

Bad Weather Makes Slow Business, but Dirt Sells All the Same.

BIG BUSINESS IN BUSY WEST END

Sales in All Parts of the City Show General Activity, but the Speculators in West End Property Still Remain in the Saddle.

Paris, although it be the pride of all Frenchmen, is not the only town that has been affected by the downpour from the clouds. Richmond has had a little touch of bad weather also, and while the limited downpour here has been but a drop in the bucket as compared with the floods that have afflicted poor Paris, the fact remains that the bad weather of the past week greatly curtailed real estate transactions, and real estate is as big a thing to Richmond as a flood is to Paris.

Richmond has an old-fashioned way of showing the goods right on the spot and letting the buyer see just exactly what he is buying in ground and improvements thereon. So when the weather is of that character that does not allow of close investigation, business gets a little dull in real estate circles. There is really no excuse for this state of affairs, and the younger men in the real estate business are beginning to clamor for a real estate exchange, or something like that, which will enable them to do business whether the sun shines or not, but the youngsters have not yet been able to have their way, and for the present the trade is very willing to conform to the old-time rules.

Under Old Conditions. According to these old rules, which require all business to be done in the open air, the transactions of the past week were a little under the average for the month that is closing, and they were under that average purely because the weather conditions were not favorable to Richmond's old-fashioned way of doing the real estate business.

Nevertheless, the sales that were actually made amounted to something more than \$150,000. The most of these sales went to record, and there can be no afterthought about them. A number of paper or speculative sales about which there may be some afterthoughts might increase the figures above given almost double, but those may be, or they may not be. Bona fide sales; most likely they are not.

General Trading. The real transactions of the week were general, and while the most of them were in the western section of the city, involving home building lots and not a few business lots and business property west of First Street, Church Hill, in the east end and in the north and west suburbs.

One real estate concern, which declines to give names and particulars, reports the sale of West Broad Street business property for \$15,000. Another firm intimates the sale of Grace Street residence property amounting in the aggregate to \$20,000, but when asked for particulars became as mum and as dull as the proverbial oyster. Outside of these sales and two or three others eastward beyond Tenth Street, the bulk of the business of the week was done in the West End and in the suburbs. Snows may come and snows may go, rains may come and the clouds may pass away, but the dealings in West End and suburban property will go on forever, like that famous brook that has been read of.

Speculators on Deck. However, it must be said that much of the dealing in West End dirt for the past week was speculative in character. The speculators think they have a good thing, and all of the signs of the times seem to confirm their view. Some of the buyers of this West End property are actual settlers and propose to make homes on the ground they have bought, but not all of them; no, not by a jug full.

One firm—Amos & Poindester—closed up something like \$40,000 worth of this property during the last week, but there may yet be some squawks about the cup and the lip, for these people were not willing to give names and figures and prices.

To sum up the real estate business of the week, it seems to be about this: Nearly \$200,000 worth of property has changed hands, half of which was real business; the other half may develop into real business or it may not.

Nevertheless, when one gets out to the suburbs there is no speculative or prospective business. Everything out there is "Johnny on the spot." From the most cheering reports, Barton Heights, Ginter Park, Battery Court, Harrowgate farms and other suburban home places are right on the firing line, and a great amount of business is being done in these suburbs.

BREEDERS' ASSOCIATION.

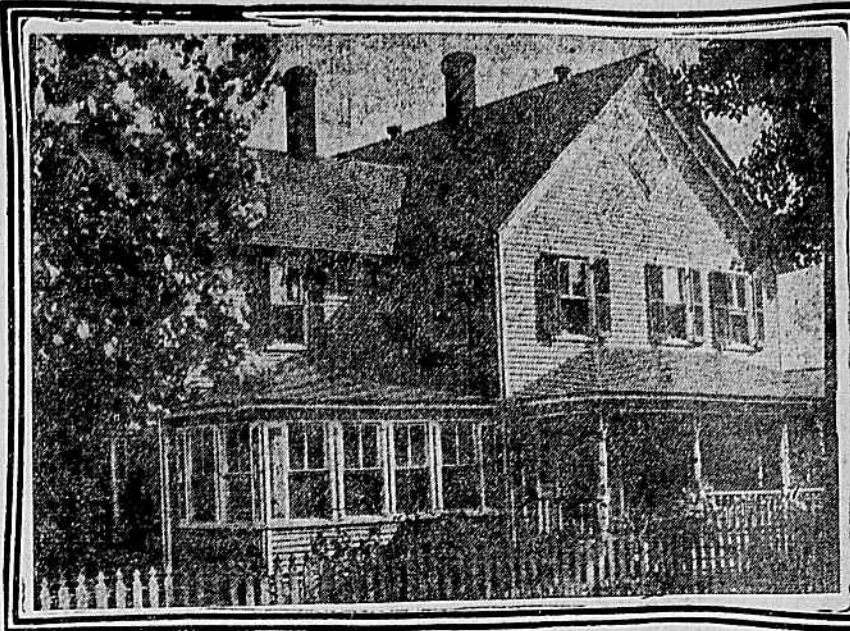
Stock Raisers of Amherst County Form New Organization.

[Special to The Times-Dispatch.] Amherst, Va., January 29.—On Wednesday night at this place what is known as the Amherst County Pure Bred Breeders' Association was organized. The object of the association is to encourage the raising of stock of pure blood in this county. The officers of the organization are Dr. W. E. Walker, of St. Angelo, president; W. L. Moore and H. S. Peyton, vice-presidents; Thomas Whitehead, secretary; Executive committee, the officers of the association and Stanley Tucker. Clarence I. Reardon and Eldon Harrison and R. V. Martin, Jr.

There are already in this county quite a number of herds of pure blooded cattle. Dr. Walker has a herd of red, pole, H. H. Moore a herd of brown swiss, Ham Wilkins a herd of Holstein. There are also in the county registered German coach stallions, Percheron, French coach, hackney and other breeds.

It is hoped to have a county fair next fall of more extensive proportions than formerly. At the meeting of the Breeders' Association a committee was named to confer with other organizations in the county looking to having a fair this fall.

SNAP SHOTS IN TOWN OF DENDRON



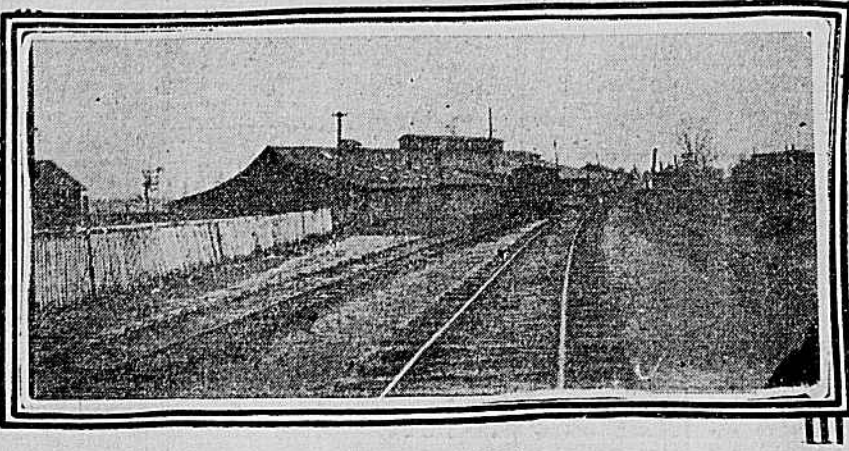
HOME OF J. E. ROGERS.



DENDRON HIGH SCHOOL.



RESIDENCE OF A. R. MORRIS, THE PEANUT KING.



MACHINE SHOPS.

FARMERS IN SOUTH ARE PROSPEROUS

Bankers in This Section Relate Marvelous Stories of Progress.

BIG INCREASE IN DEPOSITS

Outlook Is Even More Promising for Future Development.

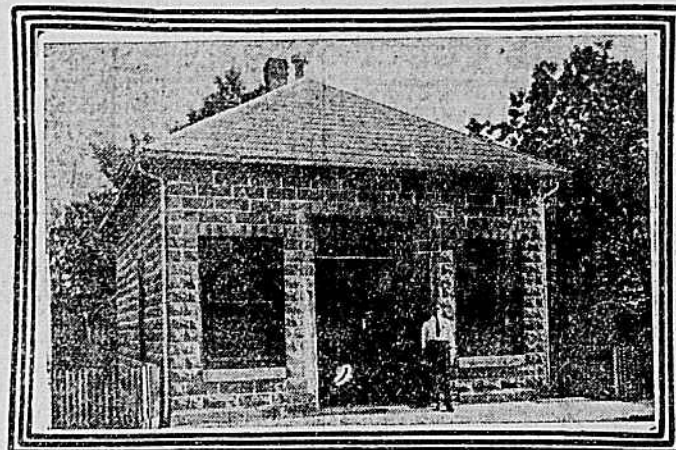
[Special to The Times-Dispatch.] Baltimore, January 29.—A clear and comprehensive survey of the condition of farmers in the fourteen Southern States and in Oklahoma and Missouri is given in this week's issue of the Manufacturers' Record in eight pages of brief letters from bankers, mainly in county seats of those States. It is a survey of progress. In close touch with agricultural communities, and vitally interested in all that concerns their welfare, the bankers are in an excellent position to measure things as they are. A sure index is the amount of deposits belonging to the farmers in the banks. Throughout the South generally there has been a marked increase of money to the credit of farmers in the banks during the past few years. For example, in one West Virginia city the deposits have increased in ten years from \$225,000 to two banks to \$750,000 in three banks. They are 50 per cent. greater at Charlotte, N. C., than they were five years ago, and about 20 per cent. greater at points in Missouri. A Mississippi banker notes that the betterment in this respect has come to small farmers particularly. Danville, Ky., reports the largest deposits in the history of the five banks of the county, the Virginia Peninsula about three times what they were five years ago, and the increase in Georgia ranges up to 100 per cent. In an Arkansas town the deposits are ten times what they were fifteen years ago.

At some points the increased cost of living and a part failure of the feed crops have checked the tendency to an increase in deposits, but at other points the deposits are higher prices have more than compensated the farmers for the shortage due to drought or other causes. Another cultivator of deposits is the increasing tendency on the part of farmers to live on their own land, a realization of the uncertainty of single crop methods, or through the species of compulsion on account of the boll weevil in Texas and Louisiana especially, they have entered upon a period of diversification.

Bright Outlook for Future. The prosperity of Southern farmers is shown, however, in other ways, promising even greater things for the future. Old debts have been paid off, mortgages have been lifted, and former debtors are now creditors. Some of the farmers are buying land, others are voluntarily, in a realization of the uncertainty of single crop methods, or through the species of compulsion on account of the boll weevil in Texas and Louisiana especially, they have entered upon a period of diversification.

There is comparatively little unwise speculation save here and there, as in West Virginia, where some of the money derived from the sale of coal lands or from the granting of oil and gas privileges is not only sending farmers to town, but making them victims of "gold mining stocks," or in Tennessee and Oklahoma, where the run at some points seems to be to

(Continued on Last Page.)



BANK OF SUSSEX AND SURRY.

MARKED PROGRESS IN ROAD-BUILDING

Wonderful Development of South During Past Few Years.

NOW FINE TOURING SECTION

New Conditions Are Result of the Greatly Improved Prosperity.

New York, January 29.—"It was not very long ago that the average tourist looked upon the South as a section of the country undeserving a place on the motoring map," says R. H. Johnson, who is well known to the motoring public as the pathfinder for many touring routes and compiler of the White Road books. "The popular idea of touring in the South was a steady struggle with sand, red clay and unbridled streams. Two or three years ago this notion was in the main correct."

"For example, when I drove my White Steamer southward in those days I would equip it with pickaxe, shovel, block and tackle and a small axe—the latter for cutting down trees and fences to be used in bridging over some particularly bad spot. I selected my traveling companions with due regard to their physical ability to withstand any minor hardships which might befall, such as having to stay out on the road all night if the car sank unexpectedly into a patch of quicksand."

"Now all this is changed. One may tour in comparative comfort at least as far Southward as Atlanta—thanks to the tremendous wave of good roads enthusiasm which has swept over the South during the last few years. There can be no question but that the activity of the automobilists has been the main factor in bringing about the era of road improvement in the South, just as in every other section of the country. But other influences have also been at work; for example, the abolition of the convict lease system in Georgia."

"For many years all the convicts in that State were leased to a few influential contractors. These contractors in turn leased the convicts to the owners of mines, quarries, lumber camps and other industries having extensive use for unskilled labor. About two years ago some of the Atlanta newspapers started an inquiry into the

(Continued on Third Page.)

VIRGINIA CORN AT BIG WESTERN SHOW

And It Walks Off With High Honors and a Big Prize.

C. W. TOMPKINS HAPPY MAN

West Opens Its Eyes in Wonder at the Virginia-Grown Article.

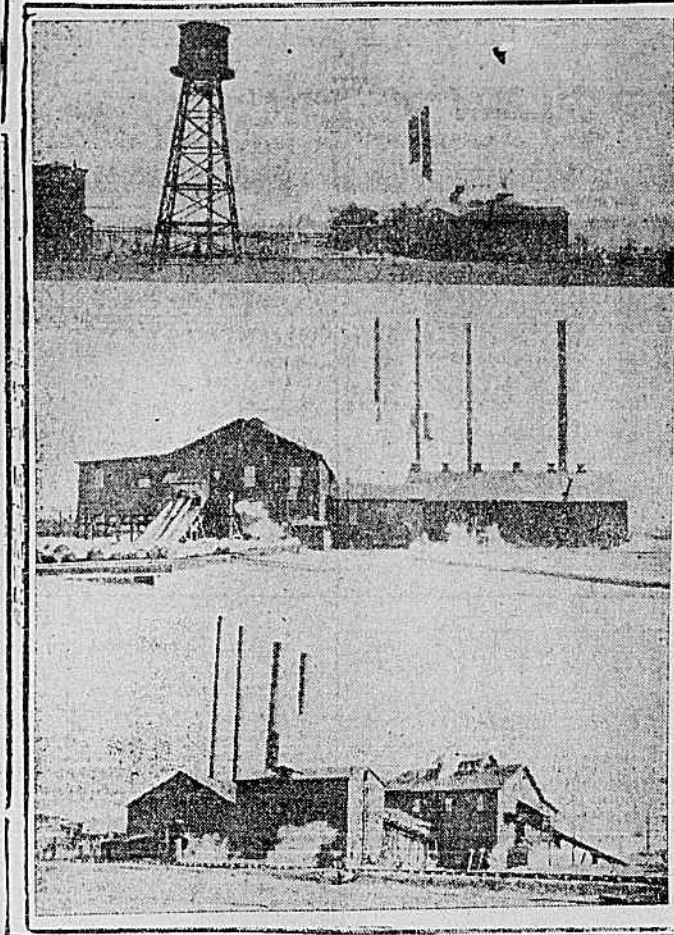
BY FRANK S. WOODSON.

Just exactly how some people managed in late years to get an idea in their heads that the far Western States are the corn producers of the world—that is, the greatest corn producers—is easy enough to explain. There never was a time when the Western States could beat Old Virginia in corn making, but those Westerners had a way of letting the world know what big things they were doing, while the Virginia corn growers were satisfied with results so far as they were individually concerned, and did not care very much whether anybody else knew what they were doing or not. In other words, they were too modest to foot their own horns. The Westerners were different; they not only raised pretty good corn and a great deal of it, but they went to the trouble to let the world know about it.

Letting the World Hear.

Virginians may be a little slow to "catch on," but in time they do catch on. The Times-Dispatch has been doing its level best to encourage them to "catch on." The "Corn Kings" campaign, which The Times-Dispatch, with all due modesty, claims to have inaugurated and made successful, opened the eyes of the Virginia corn raisers. The State Agricultural Department and Professor S. E. Heiges, the Powhatan county corn expert and good seed corn maker; Professor Lyman Carrier, of the Virginia Polytechnic Institute, and the Virginia Corn Growers' Association, of which he is secretary and the leading spirit, have all done valiant service along these lines, and these combined forces and influences have brought the Virginia farmers to a realization of the fact that Old Virginia is the corn capital of the universe, the claims of the great West to the contrary notwithstanding, and that it is our duty to let the world know it. Professor Heiges and Professor Carrier and Commissioner Keener and Henry Wood and T. O. Sandy and The

(Continued on Last Page.)



VIEWS ON LUMBER COMPANY'S GROUNDS.

ALL MARKETS SHOW LARGER RECEIPTS

Big Sales Reported and Prices Continue to Climb. Unusually Active Business in Richmond. White Burley Sales.

From all parts of the tobacco-growing sections come reports of large receipts, immense auction sales and general strength as to the condition of the tobacco market. The demand for all grades of leaf seems to be insatiable, and activity and climbing prices are reported from every market.

In Richmond business was unusually active. The receipts of the raw leaf from all parts of the sun-cured section, as well as from the dark belt, and the Burley regions were so large that the sales days had to be extended. For the first time in many years the buyers were called out to regular Monday sales, and the lot was kept up from early morn to dewy eve every day up to Friday night. Something more than a million and a quarter pounds of the sun-cured stock were put out on the loose leaf sales at the warehouses, and every pound of it was sold at prices that were apparently satisfactory to the farmers. At any rate no goods were taken in. The offerings were in the main sound goods of the better quality of lugs, fillers and wrappers. Some of the sun-cured wrappers brought as much as \$18 per hundred, and fillers sold up in the "teens," all the way to \$20.

It may be stated that all sound sun-cured goods sold showed an advance over the good figures obtained the previous week.

Long darks and shipping stock generally, while not altogether as active as the sun-cured stock, sold well, and not a pile that was offered went begging.

The White Burley sales, which took up parts of three days, were the largest since Richmond has been a Burley market, the sales amounting to about \$25,000 pounds. The offerings came from Virginia, West Virginia and Ohio farms, and a few piles from Kentucky farms. The demand for White Burley of all the grades is very active, and there was no weakening in the prices paid by the buyers.

The fact is now definitely established that Richmond is indeed a White Burley market, and the chances are that it will remain so for all time.

Heavier Receipts at Lynchburg.

[Special to The Times-Dispatch.]

Lynchburg, Va., January 29.—Sales of loose tobacco on the Lynchburg market for the two weeks ending January 25, 1910, as reported by John L. Oglesby:

Sold week ending January 21, 678,000 pounds; gold week ending January 28, 922,800 pounds.

Sold week ending January 21, 1,200, to January 25, 7,737,200 pounds; sold from August 17, 1908, to January 25, 1909, 12,832,700 pounds; decrease for 1910, 5,095,500 pounds.

The receipts were considerably heavier this week than last. The offerings were, as

(Continued on Last Page.)

DENDRON IN HEART OF TIMBER LAND

Virginia Seat of Biggest Lumber Enterprise on the Atlantic Coast.

SURRY LUMBER CO.; ITS GREAT WORKS

Flourishing Town in Surry County That Has Grown Up Around the Lumber Mills—Dendron a Model Town of Banks, Good Schools and Churches.

BY FRANK S. WOODSON, Industrial Editor.

Dendron, Va., January 29.—Yesterday morning, with grip in hand, I was making my way to the depot in Richmond, when a friend asked me where I was going. When the reply was given, "to Dendron," he asked: "Where in the—where on the map is Dendron?" I had but a vague idea myself at the time of its location and importance, but I can now tell him and all the balance of the world about Dendron, one of Virginia's new and hustling towns, a regular "red letter" town, for all of the buildings of its biggest enterprise are painted red.

Way back yonder in the eighties the immense forests and timber possibilities of the counties of Surry, Sussex, Southampton and Isle of Wight attracted the attention of General Francis E. Walters, a Baltimore capitalist, and associating with him other Maryland capitalists he came down this way to invest, and they have invested largely in the four counties named.

Having bought up many acres of heavily timbered lands and the timber rights on many thousands of other acres, they commenced to plan for the beginning of what has become the largest lumbering plant on the Atlantic coast between Maine and Florida. Possibly there is one establishment that is a little larger, but it is believed that within the past two years the Surry Lumber Company has gotten somewhat ahead of the famous plant at Georgetown, S. C., thus becoming the very largest on the Atlantic coast.

About the first thing General Walters did was to look around for the right man to take charge of what he intended should be an immense business. He found the right man in the person of Edward Rogers, an Englishman, who came to this country when, quite a young man and located near Stony Creek, in Sussex county, where he established a small lumber mill. At the organization of the Surry Lumber Company in 1895, Mr. Rogers was made general superintendent, and has held that all-important position ever since. It was wisely decided to locate the mills of the company in the center of the timber land.

There was a little cross-road store right here, and in the store was a post-office called Parker. A small mill was erected here; the name of the place was changed from Parker to Dendron, and from that small beginning grew the town of Dendron, which now has a population within the corporate limits of 2,200 or more, and in the suburbs several hundred more people, who are dependent upon the life and more and have their being.

In 1888 the company, with its own money, built the Surry, Sussex and Southampton Railway, a narrow-gauge line from Dendron to Scotland, on the James River opposite the town of Appomattox, and later extended it in the other direction to Wakefield, on the Norfolk and Western, and later still, on to Dory, in Southampton county.

Fires Are Blessings.

A fire came along in the year 1893 and totally destroyed the mills, together with 11,000,000 feet of lumber. This blaze, like the fires that sometimes occur in other towns, was a blessing in disguise so far as the company was concerned. The fire immediately decided to rebuild on a more extensive and a more up-to-date plan the destroyed plant. They erected larger and better mills, and more of them, and equipped them all with the most modern of lumber-cutting machinery, and in a word set on foot the real work that has made Dendron the seat of the biggest lumber plant on the Atlantic coast.

This fire was really the beginning of Dendron, and the town grew slowly from that date to 1904, in which year the Surry Lumber Company doubled its sawmilling capacity, doubled its working force, and as a matter of course doubled its pay-rolls. They also added planing, mills, which required still more working force, and also established box and shuck factories with a capacity of 24,000 boxes per day.

Looking After Little Things.

Later on the company put in another department that is a real curiosity. They call it "the splinter factory." It is the place where all of the waste timber that can't be used on the ground is taken in hand, sawed into kindling wood, packed into little bundles, tied in convenient form, loaded on the cars to be taken to Scotland, on the James River, where it is reloaded on barges and conveyed to Philadelphia, where it brings a fancy price. The kindling wood, all of the waste of sawing up and bundling up the kindling wood is done by machinery, only a limited force of boys and girls, that is to say, cheap labor, being required in the business.

The sawdust from the sawmills, the bark from the logs, the bark shavings, the trimmings from the box and shuck factories, theavings from the planing mills, and, in fact, every splinter and piece of wood that can't be used to better advantage is taken up and conveyed by machinery to the power rooms, where they become fuel for the mammoth steam engines that run the whole plant. Thus the waste is used in furnishing power to run the immense machinery and it is doubtful if the Surry Lumber Company pays out as much for coal as does an ordinary household in Richmond, because they have learned how

(Continued on Third Page.)